

## Appendix C Pricing

Manufacturer/Product Line/Product Category			Customer Discount % off MSRP
EMC Symmetrix and Symmetrix DMX Hardware			51%
EMC Symmetrix and Symmetrix DMX Software			45%
All Other EMC Hardware			40%
All Other EMC Software			35%
McData Storage Switch Hardware and Software			40%
Cisco Storage Switch Hardware and Software			40%
Brocade Storage Switch Hardware and Software			40%
Bustech/EMC Select Program/Hardware and Software			10%
Ciena/EMC Select Program/Hardware and Software			10%
Emulex/EMC Select Program/Hardware and Software			10%
Qlogic/EMC Select Program/Hardware and Software			10%
Neoscale/EMC Select Program/Hardware and Software			10%
Support Services			
PM-Sr	Sr. Project Mgr		43%
PM	Project Mgr		25%
PL-Natl	Nat. Practice Lead		21%
PL-Reg	Reg. Practice Lead		19%
PL-TL	Practice Team Lead		29%
SA-Ent	Ent. Sol Architect		29%
SA-Sr	Sr. Sol. Architect		27%
SA-Assoc	Assoc. Sol. Architect		24%
PC-Sr	Sr. Practice Consultant		33%
PC	Practice Consultant		40%